



March 2002



Opportunities...

Palmer Chamber of Commerce is looking for Made In Alaska items on consignment for their gift shop this summer. Contact Sue Smith at 745-2880.

Sam McGee's Gift Shop in Ketchikan sells only Made In Alaska items and is ready to buy summer stock. Call 225-7267 and ask for Brad or Pat Moore, owners, or for Hanni Patterson, manager.

Made In Alaska's Email address has changed due to our former carrier dropping our service with only 7 days notice. Sorry for any inconvenience. New main email address is madeinalaska@anchoragemarkets.com and Bill Webb's direct is bill@anchoragemarkets.com.

The Phone Directories Company Incorporated will again include a Made In Alaska section in their Anchorage and Fairbanks directories. Call 800-443-0801 for information or to place advertisements.

Made In Alaska Products and Permit Listings Catalogue Update will be mailed to each permit holder in April to ensure your data is listed as you want it to be. Return them to us immediately to make sure your listing is correct.

ALASKA BLACK DIAMOND

Made In Alaska's 2001 Manufacturer of the Year



Patrick Moore, owner of Alaska Black Diamond Co., Princess Island, Alaska

Made In Alaska found a shining and perfectly cut diamond in the Ketchikan area when we recently visited with Pat Moore of Alaska Black Diamond Co. We toured Alaska Black Diamond's carving operation on Princess Island and their finishing/shipping operation in Ward Cove. Holding Made In Alaska permit #0045 makes the company one of our most senior permit holders with an initial join date of March 26, 1994...this month is their 8th anniversary in the Made In Alaska program.

Alaska Black Diamond produces very high quality carved and finished totem poles and plaques that are familiar to residents of Southeast. The company's products are made of local yellow and red cedar and are very popular collectables purchased by Alaska's tourists and residents.

(Continued on page 3)



Rough cut lumber is processed in shop on Princess Island using various saws, routers and other machinery to shape before hand carving is accomplished. Products are then moved by boat to Ward Cove to be sanded, colored and coated prior to shipment.

Beach found Yellow Cedar is sawed at local sawmill to be used in production of totem poles and plaques.

Welcome New Permit Holders December, January & February

Tassita Tonena

Tassita Rawlins
Anchorage 333-1805
Permit #4984

Beaded Jewelry, Earrings, Necklaces
& Zipper Pulls

Funny River Ranch

Courtney Prisk
Soldotna 260-5331
Permit #4985

Alpaca Products, Hats, Scarves,
Shawls, Blankets, Yarn & Raw Fiber

Rising Arts

Cortnet Beck
Eagle River 696-2325
Permit #4986
Pencil Drawings

The Woolly Mammoth

Crystal & Eric Beeman
Homer 235-9466
Permit #4987
High Quality Alaskan Outdoor
Clothing Made From Polar Fleece

Original Works by A.N.Thaggard

Alice Thaggard
Palmer 746-1708
Permit #4988
Cards

Frontier Video Productions

Glen Byrns
Sterling 262-5931
Permit #4989
Videos Of Alaska & About Alaska

Kings' Interior Taxidermy

Marion & Bill King
North Pole 488-3199
Permit #4990
Trapper Hats, Fur Mittens, Fur
Covered Earmuffs, Patch Worked
Fur Pillows, Keychains &
Steering Wheel Covers

Earth's Whisper

Alanna Kretschmer-Dunn
Anchorage 272-0460
Permit #4991
Pen & Ink Prints & Cards

BLG Group

Becky Gay
Anchorage 244-6832
Permit #4992
Pressed Alaska Flowers &
Leaves With Artwork Added

J. Flinders Designs

Jill Flinders
Anchorage 566-5455
Permit #4993
9" x 6" Quilted Fabric Postcards
With Alaska Fabric Theme

Liz Originals

Elizabeth McElrath
Anchorage 345-2461
Permit #4994
Watercolor Paintings In Note cards

Gore's Gifts & Crafts

Lisa Gore
Chugiak 688-6460
Permit #4995
Woodcrafts - Benches, Shelves
& Quilt Racks
Permit #4996
Machine Embroidery

Alaska Fine Woodworking

Howard Hindin
Palmer 746-3921
Permit #4997
Furniture & Other Woodworking
Projects Utilizing North American
& Exotic Hardwoods

TMC Alaska, Inc.

Jamie Chew
Big Lake 892-3500
Permit #4998
Chain Link Fabric

Imagine Alaska

Nikki Cleveland
Anchorage 569-1970
Permit #4999
Blank Note cards
With Alaskan Photos

Wolfs' Den L.L.C.

Deborah (June) Brunzell
Anchorage 242-4993
Permit #5000
Cotton Wood Bark Carving
Permit #5001
Laser Engraving
Permit #5002
Panel, Plaque & Sign
Manufacturing

Arnell I.C.M. Company, Inc.

David Arnell
Anchorage 562-5385
Permit #5003
Custom Wall Systems-
Movable Walls
Permit #5004
Custom Furniture & Casework

1 Stop Burly Shop

Kathryn Mosley
Fairbanks 389-6461
Permit #5005
Lamps, Clocks, Tables & Other
Home Items Using
Native Alaskan Wood

Tactile From Nature

Gail Person
Ketchikan 225-2215
Permit #5006
Lamp, Vases, Bookends, Clocks &
Wall Hooks Featuring The Natural
Forms & Exquisite Grain Of
Temperate Rainforest Woods
From South East Alaska

Cabin Fever Company

Judy Moffit
Thorne Bay 828-3375
Permit #5007
Handcrafted Baskets & Ornaments
Using Various Natural Materials

Forget Me Not Potter

Robin Dempsey
Anchorage 345-5979
Permit #5008
Hand Thrown And Decorated Pottery

Gladheart Acres

Tammy Shields
Palmer 745-4633
Permit #5009
Handmade Soap, Lotion Bars, Lip
balm, Burn Balm, Massage Oil,
Milk bath & Bath Salts

Michaels' Perspectives

Michael Powell
Wasilla 352-1239
Permit #5010
Hand Painted Lightswitch Covers
With Alaskan Themes

Raven Art

Teri Rofkar
Sitka 747-3641
Permit #5011
Basketry: Primarily Tlingit Spruce
Root, also Wool And Pine Needle

T.L.C. Alaska Collectables

Jaslyn Casey
Wasilla 376-1033
Permit #5012
Alaskan Dolls With Hand
Sculpted Faces & Fur Parkas

Out Of Alaska

Christy Lowe
Soldotna 260-7403
Permit #5013
Stationery Cards Prints
From Original Watercolor Art

Polar Supply Company, Inc.

Don Dunavant
Anchorage 563-5000
Permit #5014
Crushed Recycled Glass

Pane In The Glass Art Studio

John Moore Jr.
Anchorage 338-2854
Permit #5016
Glass Art & Stained Glass Art

Wild Alaska Naturals

Cheryl McCullough
Anchorage
Permit #5017
Handcrafted Dream Catchers

Cook Inlet Art Glass

Dwight Ross
Soldotna 262-4237
Permit #5018
Man Made Beach Glass &
Products Made From Beach Glass

Bear Paw Soaps & Sundries

Marilyn Bell
Kodiak 486-4899
Permit #5019
Handmade Soaps & Toiletries

Alaska Bristol Bay Photography

Greg Syverson
Palmer 357-1273
Permit #5020
Underwater Salmon Video
Permit #5021
Alaska Photography Prints

T & K Crafts

Trish (Patricia) Brunson
Fairbanks 479-8939
Permit #5022
Alaska Moosquito Magnet

Baskets by Chris

Chris Lynch
Kodiak 487-2244
Permit #5023
Hand Woven Baskets Made
of Rattan

The Ceramic Shop

Christy Baun
Nikiski 776-6569
Permit #5024
Ceramics-Household Gifts,
Kitchenware, Yard &
Lawn Ornaments

Aurora Winds

Terry Fauth
Fairbanks 452-2600
Permit #5025
Fabric Art And Sculpting

Tundra Muffins

Connie Hocker
Soldotna 262-9052
Permit #5026
Alaskan Dolls Handcrafted
In Soldotna, Alaska

Forever Family Films

James O'rear
Anchorage 644-4408
Permit #5027
PC-Based Photo Presentations
Which Are Personalized For Each
Client

Alaskan Art Puzzles

Arther Ohmer
Ketchikan 247-2605
Permit #5028
Hand Cut Wooden Jigsaw Puzzles

Del Gato

Belinda Snyder
Fairbanks 490-0345
Permit #5029
Handmade Customized
Quality Jewelry

Diane Raynor

Anchorage 243-3706
Permit #5030
Bead Zipper Pulls
& Key Rings



BuyUSA.com

Introducing BuyUSA.com, an e-Marketplace backed worldwide by people you can count on!

Your connection to the Made In Alaska program has now opened up the marketplaces of the world to you.

The U.S. Commercial Service and IBM Corporation have collaborated to bring you BuyUSA.com -- an electronic marketplace combining the best in technology with a worldwide network of market expertise.

For over 20 years, suppliers of products and services have placed their faith in the U.S. Commercial Service to guide them through the export process and connect them to qualified international buyers.

Made-In-Alaska's subscription to BuyUSA.com gets you instantly connected to their network of 157 cities in 84 countries across the world with the speed of the Internet to get you to global markets faster and more profitably.

The U.S. Government's backed e-Marketplace lets Alaska businesses close export sales, find and build valued, long-term relationships with international business partners and complete export transactions using online tools and the personal support of trade specialists worldwide.

Benefits Through the Made-In-Alaska Program

Instant access to thousands of qualified foreign distributors, buyers and trade leads Hot link to your Homepage through the Made In Alaska site.

- International business transaction capabilities
- Exposure at promotional events worldwide
- Customized international

business counseling from U.S. Commercial Service trade experts

- International dispute resolution
- Shipment logistics assistance
- International market research on countries and industries worldwide.

How the Made-In-Alaska Program Can Get You to Market

The Made-In-Alaska staff can now help you to find a list of viable foreign business prospects through the online database and can guide you to take the next step in meeting and qualifying these contacts. Through BuyUSA.com and your personal trade counselor at the Alaska Export Assistance Center, the Commercial Service can prearrange face-to-face meetings where you can interview these contacts and even visit their facilities through their Gold Key Service. These meetings are coordinated by the trade specialists in the Alaska Export Assistance Center, and American Embassies and Consulates in countries throughout the world, enhancing your credibility and exposure as you venture into unfamiliar markets.

When you are ready for the export markets of the world, contact us at:

Charles F. Becker, Director
Alaska Export Assistance Center
U.S. Commercial Service
U.S. Department of Commerce
550 West 7th Ave., Suite 1770
Anchorage, Alaska (AK) 99501
Tel: (907) 271-6237
Fax: (907) 271-6242
E-Mail: cbecker@mail.doc.gov
www.alaska.net/~export

Get on the fast track to export success at:

<http://www.buyusa.com>

Alaska Black Diamond Co.
(Continued from page 1)

Seven full time and about seven part-time employees are required to keep up with the demand of this growing company. Their devotion to energy conservation and wise use of Alaska's resources adds to their value as one of our state's premier manufacturers. The Moore's home on Princess Island use solar panels year around for their electrical needs. Generators supplement the solar power only when the shop's heavy machinery is being operated.

The Moore's are a longtime Alaska family. Patrick's father was commissioner of Labor during Governor Hickel's first gubernatorial term. Patrick, his wife and his sons all work in the business. His wife, Tedi Brown, also operates a close by gift store.

Alaska Black Diamond Co. has been in business for about ten years. A major part of their longevity and success is due to the talents and work ethic of their long-term employees, some who have been there for 8 to 9 years and most over 5 years. Turnover is very low. These loyal and talented employees, including Kanoe Zantua, Jason Brock, Allan Falzarand and Cheryle Miner who along with Patrick and Tedi, have built an Alaska business...and a lifestyle of which that they can be VERY PROUD.

We will have more regarding Alaska Black Diamond Co., including a photo of the award being made, in our next issue. We know we speak for all Made In Alaska permit holders when we say **"Congratulations...Alaska Black Diamond Co. our 2001 Made In Alaska Manufacturer of the year."**

Beach found cedar waits in the cove for future needs.



Made In Alaska Manufacturers of the Year

- 2001 — Alaska Black Diamond Co.
- 2000 — Fenton Woods
- 1999 — Alaska Mint
- 1998 — Cameron Birch Syrups & Confections
- 1997 — Alaska Canine Cookies
- 1996 — Sunrise Bakery
- 1995 — Great Alaska Bowl Company
- 1994 — Alaska Wild Berry Products
- 1993 — Marian Boat Works
- 1992 — Alaskan Brewing Company
- 1991 — Tesoro Alaskan Petroleum

MADE IN ALASKA

Held in:

Workshops 2000

- Anchorage
- Fairbanks
- MatSu Valley
- Homer
- Kenai/Soldotna
- Kodiak
- Seward
- Ketchikan
- Sitka
- Juneau



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Thanks to our great presenters....

Brian Johnson, Juneau Economic Development Council

Lance Miller, Juneau Economic Development Council

Martha Johnson, Alaska Manufacturers Association

Jim Wamberg, Alaska Manufacturers Association

Sheila Finkenbinder, Sitka Business Incubator

Chuck Becker, U.S. Export Assistance Center

Glen Thompson, Ketchikan SBDC

Jerry Anderson, Anchorage SBDC

Leeann Brewster, Made In Alaska

Scott Swingle, Fairbanks SBDC

Rick Leibowitz, Mat Su SBDC

Jackie Stewart, Juneau SBDC

Stella Josephine, Buy Alaska

Bill Webb, Made In Alaska



Choosing the Right Trade Show or Craft Market for Your Products

By Kristie Sherrodd, Sound Strategies Marketing Services, Sitka

This article is part two in a series on selling at retail trade shows and markets.

If you choose to display or sell at a trade show or craft market, be sure the venue you choose is right for your products or services. First, know that there are many different types of shows. Although it is difficult to deduce a great deal of information solely from what shows are called, the public tends to make some assumptions. Events billed as bazaars and flea markets are apt to bring customers looking for a bargain. These are not good for high-end crafts or goods designed for a professional clientele. Events called festivals or fairs often generate large crowds, but many attendees are present for adjunct events (entertainment, food, sporting events, etc.) rather than for shopping. Art and craft shows draw customers primarily interested in handmade products. Trade shows are often designed for specific industry audiences and vendors should have products geared toward industry needs.

The best way to choose a show is to attend as an spectator before committing as a vendor. Go to the show, observe, and ask lots of questions. Talk to exhibitors, the attending public, and show staff.

Whether or not you attend a potential show as an observer, always request a show application and copies of rules, guidelines or jury criteria. Don't hesitate to contact the show promoter and former vendors with questions not answered by these materials. Try to obtain answers to the questions that follow before deciding to do any show, and especially shows you are unable to check out in person.

The Most Important Questions

- Who are the other vendors and how do your products compare (target consumer, price, quality, etc.) with theirs?
- Who are the attendees (age, income, lifestyle, interests) AND do the attendees buy what you intend to sell?

These questions are especially important when considering a show in a geographic area new to you. An area's cost of living, prevailing wages, and demographics, as well as number and type of competitors, all affect the price a product can command there, or whether or not a product will sell there at all.

General Show Questions

- How many years has the show been held? Be cautious about selling at brand new, unestablished events.
- Who are the show organizers and what is their experience?
- How many attendees are expected? On what is this expectation based?
- Is there an admission charge to the public?
- What kind of merchandise is allowed? Hand crafted? Imports? Mass-produced?
- Are there food concessions? Who staffs them and what do they sell? Consider if the smell of these foods or shoppers eating these foods will affect your sales.
- Is this show a stand-alone event, or is it held in conjunction with other activities?

Application Process

- How many applications were received last year?
- Is this a juried show, a first-come first-served show, or an invitation only show?
- If juried, who makes up the jury and what are their qualifications?
- What is the jury selection criteria and process?
- Is there a jury fee?
- Is there an application fee?
- Are previous exhibitors given priority for booth space?
- How many previous vendors are allowed back each year?
- How many new vendors are accepted each year?
- What are the cancellation penalties?
- Is there a limit to the number of vendors by product category?

Show Management and Venue

- Where is the show held? Is the venue indoors or outdoors?
- If the show is held outdoors, what is the policy for inclement weather?
- How many vendor spaces are there and how are they laid out? (Ask for a map!)
- What is the booth size?
- What is the price of a booth, and what does this fee include?
- May vendors rent multiple booths?
- How are booths delineated?
- Is electricity available? For what cost?
- Are telephone lines available?
- Are tables and other furnishings available? For what cost?
- How is the show advertised and otherwise promoted? (The number of customers is directly related to this!)
- Are program or other advertising opportunities offered to vendors?
- Are promotional tools – invitations, postcards, flyers, etc. – offered to exhibitors?

Once you have answers to all or most of the proceeding questions you will be able to assess confidently whether a show is a good match for you and your products or services.

In the next issue of *Bear Necessities* this column will look at how to design a booth that helps sell your products.



Made In Alaska

Bill Webb, Program Manager
Leeann Brewster, Program Administrator
825 West 8th Avenue, Suite 203 (office)
Post Office Box 102440 (mail)
Anchorage, Alaska 99510-2440
Phone (907) 272-5634 Fax 272-5635
madeinalaska@anchoragemarkets.com
Website: <http://www.madeinalaska.org/mia>

All About Trademarks™ & Servicemarks®

A trademark can be a word, symbol, or device (design or a combination of words, symbols and designs) that a business uses to identify its goods (Trademarks) or services (Servicemarks) in the marketplace and to distinguish them from the goods or services of others.

Filing a trademark with the State of Alaska is relatively inexpensive and usually very easy to do.

Any word, design, logo, or combination of these used by a manufacturer or merchant to identify goods made or sold, or services provided in Alaska, may be registered by filing an application for state trademark registration. The filing fee is \$50.00 per class of goods or services being registered. In order to file for trademark protection, the goods or services must be in use in this state. Marks will not be registered which are merely descriptive, primarily geographical, merely a surname, immoral or scandalous, consisting of national symbols or the flag or coat of arms of any country, deceptively similar to a state registered trademark on file with the division, or indistinguishable from any other entity name on file with the division.

The application for registration must set out the name and address of the person applying for registration, a description of the goods and services, the class of goods and services used in connection with the mark, the date that the mark was first used, a statement that the owner has exclusive right to the mark, and a statement whether or not the mark has been registered with the United States Patent and Trademark Office (USPTO). The application must be signed by the applicant and notarized. Three specimens of the mark must accompany the application. A separate application must be submitted for each classification under which the applicant wishes to register the mark. The application must be on forms provided by the Division and may be obtained online at www.dced.state.ak.us or by calling 907-465-2530 or by mail at: DCED, Corporations Section, Post Office Box 110808, Juneau, AK 99811-0808.

A registration is valid for 5 years, and is renewable within six months of expiration. A state registered mark is transferable and can be cancelled at any time.

The State of Alaska does not search the mark against other states and therefore does not abrogate any rights between persons who claim to have prior use. However, the State of Alaska is able to check for marks that are federally registered marks filed that have been filed with the USPTO. For information on federal registrations, call the

federal information hotline at 1-800-688-9889, online at www.uspto.gov or contact the United States Patent and Trademark Office at: U.S. Department of Commerce, Washington, DC 20231.

Trademarks can be among a business's most valuable assets. For example, the various trademarks owned and used by the McDonald's Corporation and its franchisees are of immense value. They are instantly recognizable and signify to the consumer that the goods and services meet certain standards of quality and consistency. A Big Mac® is a Big Mac® is a Big Mac®.

In the United States, trademark rights may arise by merely using a trademark in a business environment, without filing for registration. Using an unregistered trademark affords the trademark owner so-called "common law" trademark rights, often designated with a "TM" in superscript next to the mark. Common law trademark rights may be enforceable indefinitely, so long as the business continues to use its marks. The rights in a common law trademark are limited to the geographic territory in which the mark is being used.

Registering a trademark in the USPTO is the most effective way to secure trademark rights. A federal trademark registration generally grants the trademark owner nationwide rights in the mark, and the right to prevent other parties from using the same mark or a similar mark anywhere in the country, if the other party's use is likely to cause confusion in the marketplace with respect to the registered mark. However, we suspect most Made In Alaska permit holders' needs will be met with a state registration of their mark.

Although a party must use a mark in commerce to obtain a federal registration, a federal trademark application may be filed based on the party's bona fide intent to use the mark in commerce. By filing a so-called intent-to-use application, a company may preserve rights in a trademark before it begins using the mark. Once the company begins selling goods or services under the mark, the company may then file evidence of such use in the USPTO so that the registration may then issue in due course.

The term of a federal trademark registration is 10 years from the registration date. The registrations are renewable for subsequent 10-year terms, so long as the registrant is using the mark. During the first five years of registration, third parties who believe that they will be harmed by the continued existence of the registration may challenge the registration. After the fifth-

anniversary date of a federal registration, the mark becomes eligible for incontestability status. If this status is obtained, the owner's rights to the registered mark generally cannot be challenged.

In most countries, trademark rights are secured by registering the mark in that country. Most foreign countries do not have common law trademark rights. If a business plans to sell its goods or services outside of the United States, the business should also investigate foreign trademark protection.

A trademark search should be performed before using a trademark, applying for registration, or committing resources to the promotion of a new mark. The purpose of the search is to determine if the mark is available for use by investigation whether another company or entity has rights in the same or confusingly similar mark for related goods or services. Trademark searches may be conducted through the Federal Trademark Register, the various state trademark registers, as well as through various databases and publications directed to common law trademarks. The extent of a trademark search depends upon the nature of the goods and services on which the mark is to be used and the search budget.

For more information regarding trademarks and servicemarks contact DCED, USPTO and/or your attorney.

Kenai Peninsula's Economic Development District's Microloan Fund

Made In Alaska permit holders who are home-based and are primarily producing an Alaskan craft or artwork or is involved in a trade within the Kenai Peninsula may now be eligible for a no-interest or low interest loan of \$250-\$1,000.

Uses of the money may include startup costs of a legitimate business or the Purchase of equipment or new inventory for an existing business.

Contact and apply with your local bank first. If denied, contact EDD:

Jim Carter at 283-3335
Economic Development District
14896 Kenai Spur Highway #103A
Kenai, Alaska 99611

EDD is looking for applicants who have relevant experience and demonstrate a willingness to repay the debt.



Made In Alaska — Label Order Form

Return this form to: **Made In Alaska**

P.O. Box 102440, Anchorage, AK 99510-2440

Permit # _____

Name:

Address:

City/Zip:

Make Checks Payable to: **State of Alaska**

Labels may be picked up during business hours at the Made In Alaska office, 825 West 8th Avenue, Suite 203 in Anchorage.

Roll Labels (Stickers)	Number of Rolls or Bags	Cost per Roll 1,000 or Bag 50	Amount Due
Black & White - Large		\$15.00	
Gold & Black - Large		\$15.00	
Silver & Black - Large		\$15.00	
Black & White - Small		\$12.50	
Gold & Black - Small		\$12.50	
Silver & Black - Small		\$12.50	

Woven Cloth Labels sold 50 per bag

Black		\$12.50	
Red		\$12.50	
Royal Blue		\$12.50	
Navy Blue		\$12.50	
Light Blue		\$12.50	
Light Pink		\$12.50	
Dark Pink		\$12.50	
Purple		\$12.50	
Yellow		\$12.50	
Forest Green		\$12.50	

Total Amount due with order \$ _____

2002 Calendar of Events Changes & Adds

Change dates of these events...

July 12th to 14th in Talkeetna — Moose Dropping Festival 733-1234

November 15th to 17th in Fairbanks — 11th Annual Holiday Marketplace 474-9082

November 29th to December 1st in Juneau — Public Market 586-1166

Add these events to your calendar...

April 25th & 26th in Sitka — Small Business Expo 966-3301

July 27th in Soldotna — Soldotna Progress Days 262-2322

November 1st to 3rd in Soldotna — Fall Bazaar & Craft Show 262-2322

November 8th to 10th in Sterling — Senior Center Christmas Bazaar 262-3151

November 15th & 16th in Soldotna — Sports Center Annual Holiday Bazaar 262-3151

Cameron Birch Syrup Receives National Honor

Marlene Cameron, owner of Cameron Birch Syrup and Confections, was honored by the U.S. Commercial Service of the United States Department of Commerce for notable accomplishments in exporting.

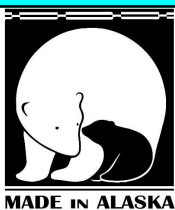


Director General of the U.S. Commercial Service, Maria Cino, cited Cameron's efforts to get her product certified as "organic" and recognized as such by countries in the European Union which enabled her to expand sales substantially in that market.

Cameron approached the Alaska Export Assistance Center in January, 2000 seeking help in pursuing EU organic certification the firm's birch syrup. Chuck Becker, director of the export center recommended her initiative to the Export Council of Alaska which helped finance the cost associated with the certification process.

The Council noted that although the certification would only cover Cameron's product, the certification process would be clearly delineated and its efficacy tested in the European Union. Producers of honey, berry products, fiddlehead ferns and mushrooms, and other products are now able to proceed with certification without going through the expensive and time-consuming research Cameron had to undertake.

Becker presented the Export Achievement Certificate, to Cameron in Wasilla at a recent Made In Alaska workshop.



MADE IN ALASKA

Post Office Box 102440

Anchorage, Alaska 99510-2440

Presorted Standard
US Postage

PAID

Permit #93

Anchorage, AK